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# Tobacco

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U. S. DEPARTMENT OF AGRICULTURE

INSPECTION • MARKET NEWS  
AND DEMONSTRATION SERVICES

Type 31  
BURLEY



U. S. DEPARTMENT OF AGRICULTURE  
AGRICULTURAL MARKETING SERVICE  
TOBACCO DIVISION - WASHINGTON, D. C.  
July 1960

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### Cover illustrations:

1. A Federal tobacco inspector, working in a Lexington warehouse.

2. Kentucky farm woman who has been raising tobacco for 45 years compares USDA tobacco market price report with a newspaper report.

3. A Federal tobacco inspector demonstrating the proper sorting and preparation of tobacco for market.

X TOBACCO INSPECTION, MARKET NEWS, AND DEMONSTRATION SERVICES'

Class 3(a) - Light air-cured',  
Type 31 - Burley X

Inspection of tobacco according to standard grades as an aid to growers in marketing their crop began in the United States Department of Agriculture in 1929. In August 1935, The Tobacco Inspection Act became law. This act offered growers free and mandatory inspection on tobacco auction markets where it was desired. That is, the growers might request a referendum be held on a market or group of markets, and if two-thirds of the voters favored inspection, those markets would then be designated by the Secretary of Agriculture for free and mandatory inspection.

In 1936, growers, recognizing the benefits of the inspection service, began requesting it for their respective markets, and by 1940, it had spread to almost one-half of the auction markets in the Burley area. In October 1941, a general referendum was held and passed covering the remaining markets, and beginning with the season of 1941-42, all Burley markets (located in Kentucky, Tennessee, Virginia, North Carolina, West Virginia, Ohio, Indiana, and Missouri) have had free and mandatory inspection service.

The purposes of the inspection and market news services are readily understood by every farmer who has sold a split lot of tobacco for two widely different prices, or has rejected a bid and resold the same tobacco, on the same day, on the same warehouse floor, for possibly several dollars above the first price offered. Every tobacco grower knows there is much uncertainty about the price any basket of tobacco will bring, and that there is a wide range in the prices paid for lots of tobacco of the same quality.

Inspection and market news services, based on Government standard grades, have been developed to provide a measuring stick and price guide to the grower. Prior to the sale, a trained inspector examines each basket of tobacco and certifies it as to grade 1/. The market price reports, furnished by the market news service, cooperating in some instances with State agencies, give the grower the current average price paid and support price for each specific grade. With this information he can determine whether his tobacco is selling in line with current prices, and is enabled to make an intelligent decision, whether to reject a bid, sell, or accept a price-support loan.

The Government through its lending agencies offers non-recourse loans on crops for which marketing quotas have been approved by growers. These are made through cooperative associations or other responsible organizations. They place a support price on each basket of growers' tobacco that is in sound and merchantable condition. The Government standard grades, determined by authorized inspectors, are the bases for the loans.

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1/ Packed and processed tobacco is also inspected and grade certified upon application by interested parties.



## BRIEF CLASSIFICATION OF LEAF TOBACCO

(Covering classes and types)

### CLASS 1, FLUE-CURED TYPES

- Type 11:** Old Belt flue-cured; produced in the Piedmont sections of Virginia and North Carolina.
- Type 12:** Eastern North Carolina flue-cured; produced in the coastal sections of North Carolina, north of the South River.
- Type 13:** South Carolina flue-cured; produced in the coastal sections of South Carolina and the southeastern counties of North Carolina, south of the South River.
- Type 14:** Georgia and Florida flue-cured; produced in southern Georgia and northern Florida.

### CLASS 2, FIRE-CURED TYPES

- Type 21:** Virginia fire-cured; produced in the Piedmont and mountain sections of Virginia.
- Type 22:** Tennessee-Kentucky fire-cured, eastern district, Clarksville, Springfield, and Hopkinsville; produced in a section east of the Tennessee River, in southern Kentucky and northern Tennessee.
- Type 23:** Kentucky-Tennessee fire-cured, western district, Mayfield and Murray; produced in a section between the Tennessee, Ohio, and Mississippi rivers in western Kentucky and northwestern Tennessee.

### CLASS 3, AIR-CURED TYPES

#### LIGHT AIR-CURED (CLASS 3a)

- Type 31:** Burley; produced in Kentucky, Tennessee, Ohio, Indiana, West Virginia, Virginia, North Carolina, and Missouri.
- Type 32:** Southern Maryland; produced in five counties of southern Maryland--Prince Georges, Anne Arundel, Calvert, Charles, and St. Marys.

#### DARK AIR-CURED (CLASS 3b)

- Type 35:** One Sucker; produced in north-central Tennessee and south-central Kentucky.
- Type 36:** Green River; produced in the northern part of Kentucky in the territory adjacent to Owensboro and Henderson.
- Type 37:** Virginia sun-cured; produced in central Virginia, north of the James River.

### CLASS 4, CIGAR-FILLER TYPES

- Type 41:** Pennsylvania Seedleaf; produced in Lancaster County, Pa., and the adjoining counties.
- Types 42-44:** Ohio filler; produced in the Miami Valley Section of Ohio and extending into Indiana.
- Type 46:** Puerto Rican sun-grown including primed (Deshojado) and stalk-cut (Mata); produced on the Island of Puerto Rico.

### CLASS 5, CIGAR-BINDER TYPES

- Type 51:** Connecticut Broadleaf; produced in the Connecticut Valley sections of Connecticut and Massachusetts.
- Type 52:** Connecticut Havana Seed; produced in the Connecticut and Housatonic Valley sections of Connecticut and Massachusetts.
- Type 53:** New York and Pennsylvania Havana Seed; produced in the Big Flats and Onondaga sections of New York, and extending into Pennsylvania.
- Type 54:** Southern Wisconsin; produced in Wisconsin, south and east of the Wisconsin River.
- Type 55:** Northern Wisconsin; produced in Wisconsin, north and west of the Wisconsin River, and in eastern Minnesota.

### CLASS 6, CIGAR-WRAPPER TYPES

- Type 61:** Connecticut Shade; produced in the Connecticut Valley sections of Connecticut and Massachusetts.
- Type 62:** Georgia and Florida Shade; produced in southwestern Georgia and north-central Florida.

### MISCELLANEOUS TYPES OF DOMESTIC TOBACCO

- Type 72:** Louisiana Perique.
- Type 73:** All domestic types of tobacco not otherwise classified.
- Type 77:** Domestic Aromatic.

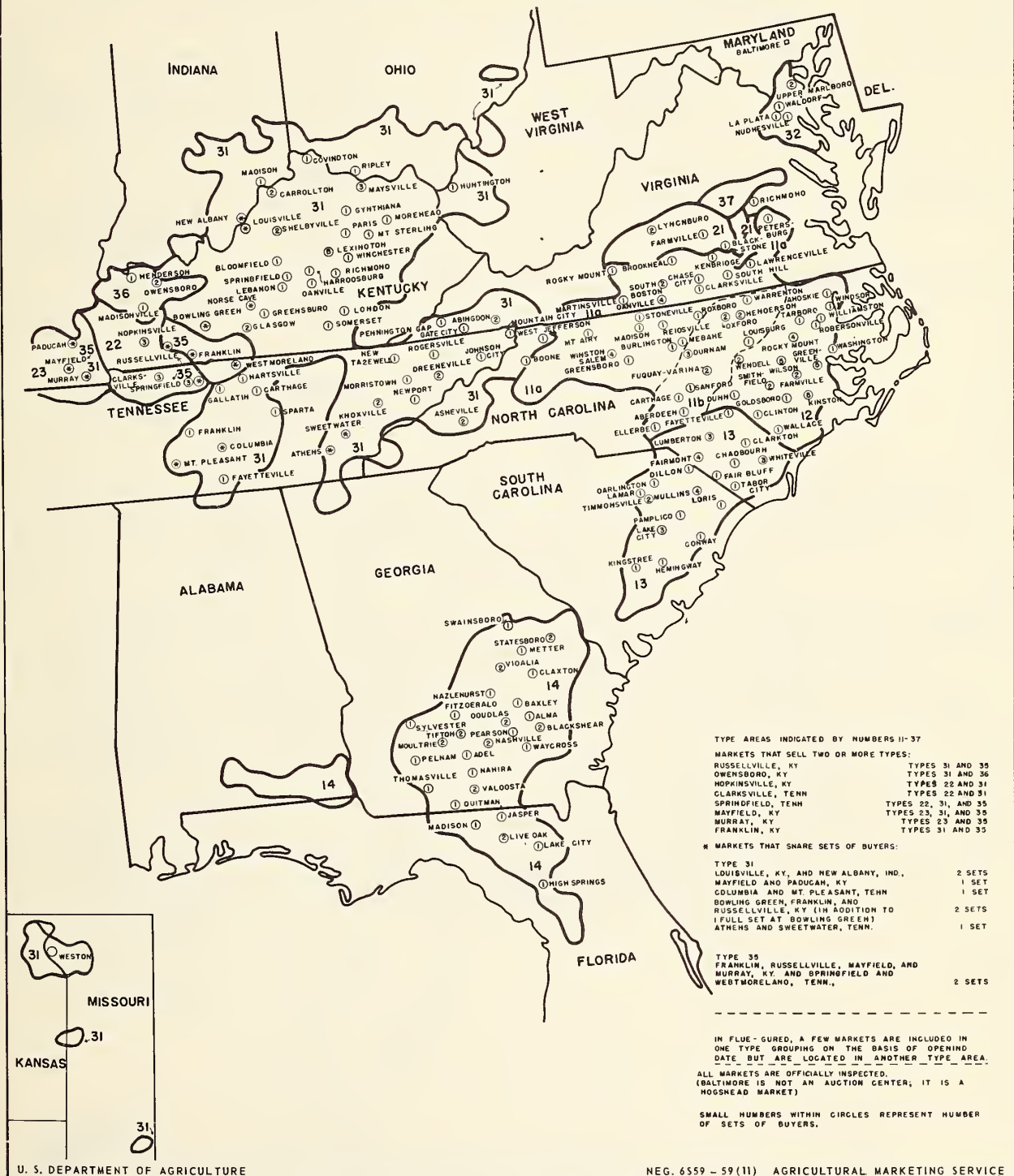
### FOREIGN TYPES

- Type 81:** Cuba (Havana)
- Type 82:** Sumatra and Java.
- Type 83:** Philippine Islands (Manila).
- Type 84:** All foreign-grown cigar-leaf not otherwise classified.
- Type 90:** Foreign-grown cigarette and smoking tobacco (Turkish and other).

# TOBACCO

## AUCTION MARKETS AND PRODUCING AREAS, 1958-59

(CIGAR LEAF PRODUCING AREAS NOT SHOWN)

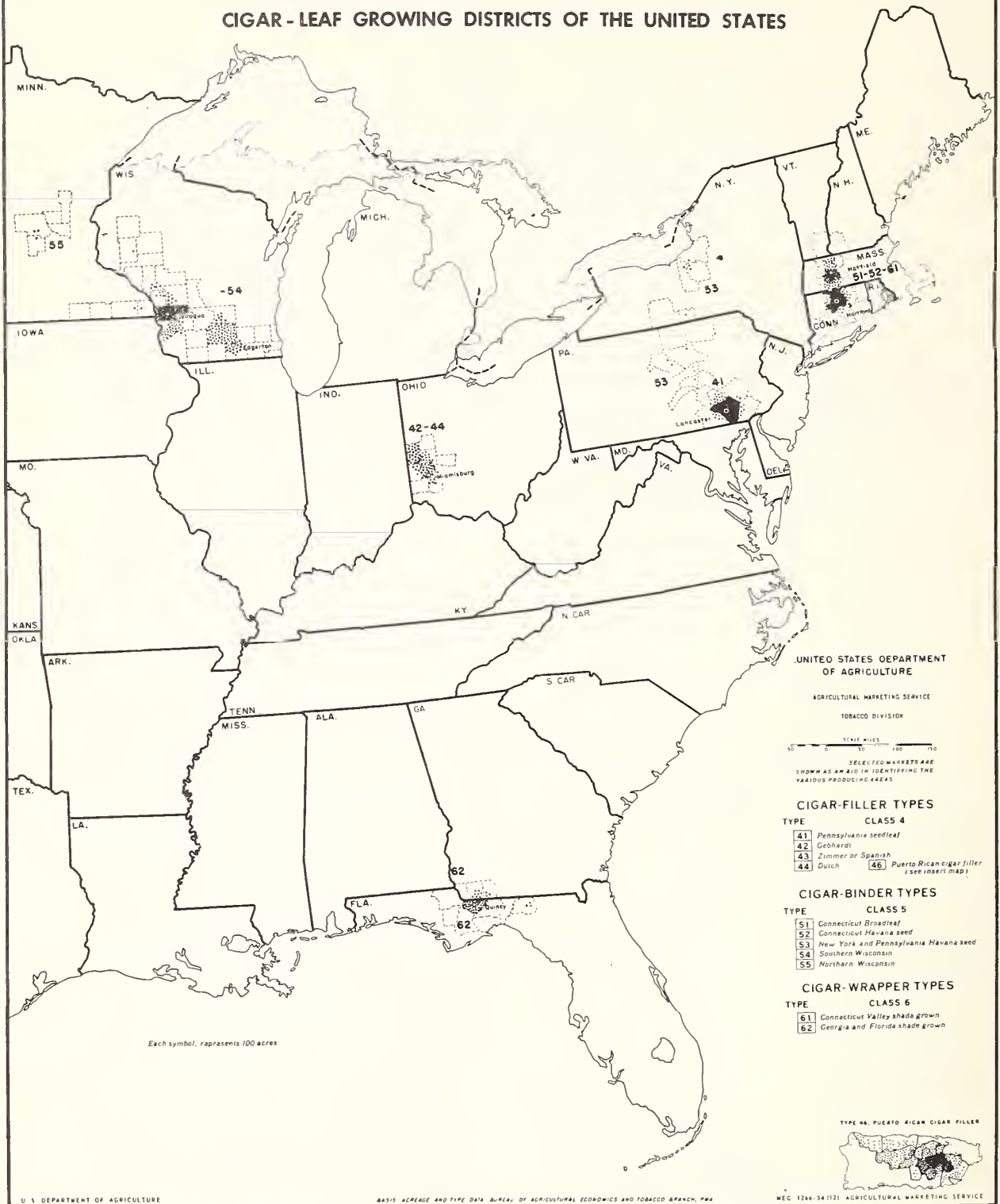


U. S. DEPARTMENT OF AGRICULTURE

NEG. 6559 - 59(11) AGRICULTURAL MARKETING SERVICE

# TOBACCO

## CIGAR - LEAF GROWING DISTRICTS OF THE UNITED STATES





The Tobacco Inspection Act provides for three related services: Inspection, market news, and demonstration.

INSPECTION SERVICE: The inspection is done by highly trained specialists in tobacco judging, who have taken training courses and passed tests to qualify them for this type of work. They precede the auction sale and certify each basket as to grade, according to Federal standards. This grade is, in reality, a description of each basket of tobacco as to group, quality, and color. Grades can be readily understood by the grower, if he is given a little instruction in their application.

Class: The first and major division of tobacco is class. It is based on characteristics caused by varieties, soils, or climatic conditions, or by the method of cultivation, harvesting, or curing. 1/

Type: Each class is subdivided into types. A type is a division of a class of tobacco having certain common characteristics and closely related grades.

Grade: The next subdivision breaks down each type into grades. A grade is a subdivision of a type according to group, quality, and color.

(a) Group: The first and basic factor of a grade is group, a division of a type covering closely related grades based on certain characteristics which are related to stalk position, body, or the general quality of the tobacco. Groups in Burley are: Flyings (X), Lugs or Cutters (C), Leaf (B), Tips (T), Mixed (M), Nondescript (N), and Scrap (S).

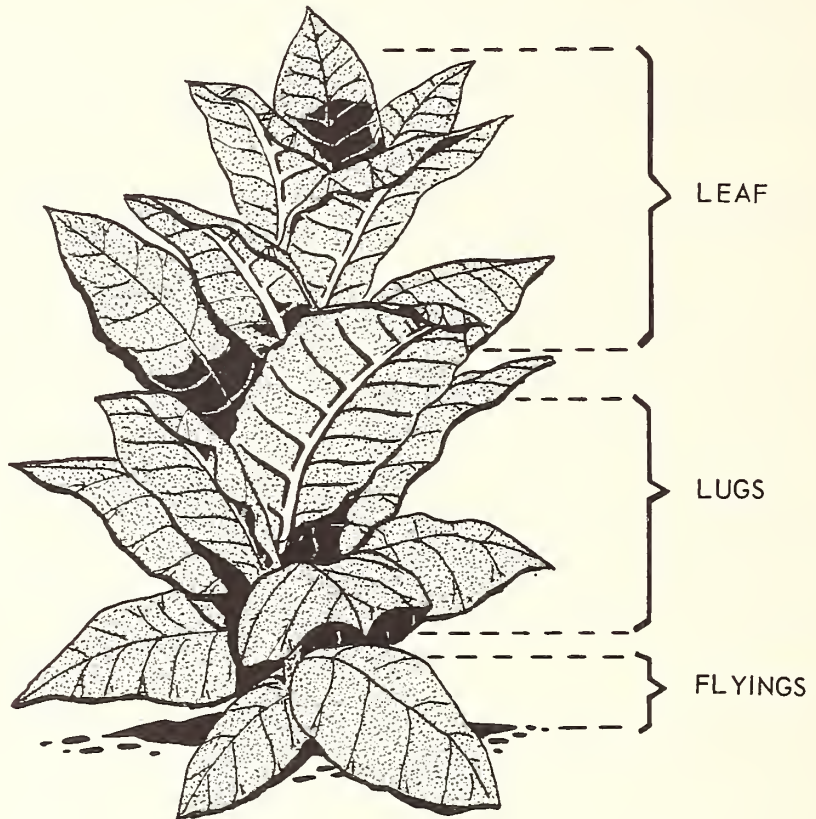
Flyings (X). This group consists of leaves normally grown at the bottom of the stalk. These leaves are flat and open-faced and have a blunt or oblate tip. Compared with other groups on the stalk, Flyings consist of relatively thin to tissuey leaves which show the highest degree of maturity and the most open leaf structure. Flyings show a material amount of injury characteristic of leaves grown near the ground.

Lugs or Cutters (C). This group consists of leaves normally grown at the midportion of the stalk. Cured leaves from this stalk position have a tendency to roll, concealing the stem or midrib. Lugs or Cutters have an oblate to rounded tip and are usually thin to medium in body. The leaves are spready in relation to their length and show little or no ground injury.

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1/ See Brief Classification of leaf tobacco, page 4.

## BURLEY TOBACCO PLANT



Leaf (B). This group consists of leaves normally grown above the midpoint of the stalk. Cured leaves from the upper stalk position have a tendency to fold, concealing the face of the leaf and exposing the stem or midrib. These leaves have a pointed tip and generally are medium to heavy in body. They are narrower in relation to their length than corresponding qualities of the C group.

Tips (T) This group consists of leaves usually grown at the top of the stalk. These relatively narrow and sharp-pointed leaves have the general characteristics of B-group tobacco. Tips have a slightly lower degree of maturity and leaf structure than other leaves on the stalk.

Mixed (M). This group consists of tobacco of distinctly different groups which are mixed together in various combinations.

Nondescript (N). Extremely common tobacco which does not meet the minimum specifications or which exceeds the tolerance of the lowest grade of any other group.

Scrap (S). A by-product of unstemmed and stemmed tobacco. Scrap accumulates from handling tobacco in farm buildings, warehouses, packing and conditioning plants, and stemmeries.

(b) Quality: The second factor of a grade is quality, a division of a group based on the relative degree of one or more elements of quality in tobacco. The five degrees of quality in Burley are: Choice (1), Fine (2), Good (3), Fair (4), and Low (5).

(c) Color: The third factor of a grade is color, and is expressed in degrees of visual difference related to a scale of values that are common to the type. The terms used to describe color in Burley are: Buff (L), Tan (F), Tannish Red (FR), Red (R), Dark Red (D), Variegated (K), Mixed (M), Greenish (V), Greenish Tan (VF), Greenish Red (VR), Green (G), Green Tan (GF), and Green Red (GR).

In addition to the above three main factors, if the tobacco is in unsafe keeping order, the symbol "W" is added to the other symbols, or if unsound, the symbol "U".

A combination of group, quality, and color can be made to form a grade. To simplify the use of Groups, Qualities, and Colors, letters and numerals are used to represent the words they stand for, as follows:

KEY TO STANDARD GRADE MARKS <sup>1/</sup>

<u>Groups</u>	<u>Qualities</u>	<u>Colors</u>
X - Flyings	1 - Choice	L - Buff
C - Lugs or Cutters	2 - Fine	F - Tan
B - Leaf	3 - Good	FR - Tannish red
T - Tips	4 - Fair	R - Red
M - Mixed	5 - Low	D - Dark red
N - Nondescript		K - Variegated
S - Scrap		M - Mixed
		V - Greenish
		VF - Greenish tan
		VR - Greenish red
		G - Green
		GF - Green tan
		GR - Green red

Special factors "U" and "W" may be applied to all grades.  
Tobacco not covered by the standard grades is designated as No-G.

Exceptions: In the Mixed Group grades: F indicates light general color and medium to tissuey body, and R, dark general color and heavy to medium body. In the Nondescript grades: 1 indicates the best, and 2 the poorest; L indicates light color and thin body, F medium color and medium body, R dark color and heavy body, and G crude green.

Substituting symbols for words, Lugs of Good quality in Tan color would be written C3F. The first symbol, C, indicates the group, the second symbol, 3, denotes the quality, and the third symbol, F, describes the color. Each symbol used in a Federal grade for tobacco has therefore a definite and known meaning.

To make this clear, assume we are to determine a grade of a single lot of tobacco. Upon examination we find from characteristics it is clearly a Flying and we know the first symbol is X. Examining it more closely as to relative degrees of quality, we find that it is tissuey, ripe to mellow, open to porous, and wavy, and has dull finish and weak color intensity, and is 80 percent uniform and has less than 20 percent injury. We are thus able to arrive at its degree of quality, which is Good or 3. Assuming the major portion of the Flyings are buff-colored leaves, we use the symbol L, making it X3L. Now we have a complete description of the tobacco.

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<sup>1/</sup> The details of the groups, qualities, and colors used in connection with the grades for Burley tobacco are shown on page 12.



### Operation of Inspection Service:

(1) Growers deliver their tobacco to the market of their choice and to any warehouse they may select.

(2) The tobacco is arranged for sale on flat baskets.

(3) Each lot, or basket, is then weighed and a warehouse ticket is placed on the lot. The ticket shows the name of the seller and the number of pounds of tobacco in the lot, and may give other information for the purpose of identification. Space is provided on the ticket for the name of the buyer, the grade symbol of the buyer, and the price at which the tobacco is sold. It also has a space in the upper-right corner for the Federal grade (see page 14).

(4) The lots, or baskets, are placed in line on the warehouse floor.

(5) As soon as there is good light, the official inspector starts at the beginning of the "break" ahead of the sale, and makes a careful examination of each basket of tobacco. He then writes on the ticket, in the space provided, the Federal grade that correctly describes the tobacco in the lot, inserts the date, and signs his initials. If the tobacco inspected is Leaf of Fair quality in Red color, the inspector writes B4R. If the tobacco is made up of Lugs of Fine quality in Buff color, the grade symbols are C2L. If the lot is made up of Flyings of Good quality in Tan color the grade mark is X3F. The warehouse ticket then becomes a certificate of grade and shows the type of tobacco as well as its group, quality, and color.

- - - - -

The Federal system of grades for tobacco differs from private systems in that it must be more comprehensive, since it must describe any and all lots of tobacco offered for sale. Each symbol has a definite meaning which is known to the general public, and symbols are a complete description of the lot to which they apply.

Farmers are sometimes confused by the fact that the combinations of the several groups, qualities, and colors form such a large number of grades. Because the total number cannot be applied to their particular crops, they say that too many grades are recognized. However, it should be remembered that grades are used only as required, and only a limited number are necessary to describe all the tobacco in an individual crop. Crops from different farms and from different areas show such a wide variation that a wide range in grades is necessary to describe all Burley tobacco offered for sale.

# CLASSIFICATION OF TOBACCO, TYPE 31

CLASS	TYPE	GROUPS	QUALITIES	COLORS	
Class 3 Air-cured	Type 31 Burley	T-Tips	{ 3-Good 4-Fair 5-Low }	F-Tan	3-4-5 qualities
				FR-Tannish Red	3-4-5
				R-Red	3-4-5
				D-Dark Red	4-5
				K-Variegated	4-5
				VF-Greenish Tan	4-5
				VR-Greenish Red	4-5
				GF-Green Tan	4-5
				GR-Green Red	4-5
				F-Tan	all
				FR-Tannish Red	all
				R-Red	all
				D-Dark Red	4-5
				K-Variegated	3-4-5
				M-Mixed	3-4-5
				VF-Greenish Tan	3-4-5
				VR-Greenish Red	3-4-5
				GF-Green Tan	3-4-5
				GR-Green Red	3-4-5
				L-Buffer	all
				F-Tan	all
				R-Red	3-4-5
				K-Variegated	3-4-5
				M-Mixed	3-4-5
				V-Greenish	3-4-5
				G-Green	4-5
				L-Buffer	all
				F-Tan	all
				R-Red	3-4-5
				K-Variegated	3-4-5
				M-Mixed	3-4-5
				V-Greenish	3-4-5
				G-Green	4-5
				L-Buffer	all
				F-Tan	all
				R-Red	3-4-5
				M-Mixed	4-5
				G-Green	4-5
				F-Light	3-4-5
				R-Dark	3-4-5
				L-Thin Body	1-2
				F-Medium Body	1
				R-Heavy Body	1-2
				G-Crude Green	1-2

# SUMMARY OF STANDARD GRADES FOR BURLEY TOBACCO, TYPE 31

17 Grades of Flyings		24 Grades of Lugs or Cutters				
X1L	X1F	C1L	C1F			
X2L	X2F	C2L	C2F			
X3L	X3F	X3R	C3L	C3F	C3K	C3M C3V
X4L	X4F	X4R	X4M	X4G	C4R	C4K C4M C4V C4G
X5L	X5F	X5R	X5M	X5G	C5L	C5F C5K C5M C5V C5G
35 Grades of Leaf						
B1F	B1FR	B1R				
B2F	B2FR	B2R				
B3F	B3FR	B3R	B3K	B3M	B3VF	B3VR B3GF B3GR
B4F	B4FR	B4R	B4D	B4M	B4VF	B4VR B4GF B4GR
B5F	B5FR	B5R	B5D	B5M	B5VF	B5VR B5GF B5GR
21 Grades of Tips						
T3F	T3FR	T3R				
T4F	T4FR	T4R	T4D	T4K	T4VF	T4VR T4GF T4GR
T5F	T5FR	T5R	T5D	T5K	T5VF	T5VR T5GF T5GR
6 Grades of Mixed Group		7 Grades of Nondescript			1 Grade of Scrap	
M3F	M3R	N1L	N1F	N1R	N1G	S
M4F	M4R	N2L		N2R	N2G	
M5F	M5R					

BURLEY MARKETS, WAREHOUSES, AND SETS OF BUYERS, 1959 SEASON

Market	Warehouses	Buyers	Market	Warehouses	Buyers
Kentucky:	Number	Sets	Tennessee (Cont'd.)	Number	Sets
Bloomfield	5	1	Johnson City	8	1
Bowling Green	7	1/ 1	Knoxville	10	2
Carrollton	9	2	Morristown	9	1
Covington	2	1	Mountain City	2	1
Cynthiana	11	1	Mt. Pleasant	2	1/ -
Danville	3	1	Newport	6	1
Franklin 2/	3	1/ 1	New Tazewell	8	1
Glasgow	10	2	Rogersville	5	1
Greensburg	4	1	Sparta	4	1
Harrodsburg	8	1	Springfield 2/	5	1
Henderson 2/	2	3/ -	Sweetwater	1	1/ -
Hopkinsville 2/	12	1	Total	115	20
Horse Cave	8	2			
Lebanon	4	1	Virginia:		
Lexington	30	5	Abingdon	11	2
London	5	1	Gate City	3	1
Louisville	5	1/ 2	Pennington Gap	3	1
Mayfield 2/	2	1/ 1	Total	17	4
Maysville	20	3			
Morehead	2	1	North Carolina:		
Mt. Sterling	4	1	Asheville	10	2
Owensboro 2/	10	4/ 1	Boone	3	1
Paducah	4	1/ -	West Jefferson	2	1
Paris	10	1	Total	15	4
Richmond	6	1			
Russellville 2/	6	1/ 1	West Virginia:		
Shelbyville	9	2	Huntington	4	1
Somerset	2	1			
Springfield	6	1	Indiana:		
Winchester	4	1	Madison	4	1
Total	213	39	New Albany	1	1/ -
			Total	5	1
Tennessee:					
Athens	1	1/ 1	Ohio:		
Carthage	8	1	Ripley	4	1
Clarksville 2/	9	1			
Columbia	2	1/ 1	Missouri:		
Fayetteville	2	1	Weston	2	1
Franklin	3	1			
Gallatin	6	1	Total Va. - Mo.	47	12
Greeneville	18	2			
Hartsville	6	1	GRAND TOTAL	375	71

1/ Same buyers used for Louisville, Ky., and New Albany, Ind. (2 sets); Columbia and Mt. Pleasant, Tenn. (1 set); Mayfield and Paducah, Ky. (1 set); Athens and Sweetwater, Tenn. (1 set); Bowling Green, Franklin and Russellville, Ky. (2 sets - in addition to one complete set at Bowling Green).

2/ This market sells more than one type.

3/ Same buyers used as for dark air-cured (Type 36), at Henderson, Ky.

4/ In addition, the Green River set of buyers at Owensboro, Ky., operates on Burley sales until the opening of the dark air-cured season, and thereafter also, when allotted time permits.



MARKET NEWS SERVICE: The average farmer cannot spend enough time on the warehouse floor to keep posted on the approximate value of the different grades of tobacco, but he must have this information if he is to get a fair price for his tobacco. The tobacco market news service gathers this information as a companion activity of the inspection service.

The value of the inspection and market news services lies in the fact that the certificate of grade on the warehouse ticket provides tobacco growers with unbiased information regarding the grade or quality of each lot of tobacco offered for sale, and the price reports furnish a definite basis for making an intelligent decision on whether or not to accept a bid.

During morning sales, on representative markets located over the entire Belt, a record is made of grade, pounds, and price for each lot sold. These data are transmitted to a central market news office, where averages are calculated for representative grades and issued in the form of a daily press release. This report carries quotations on grades which represent around three-fourths of the total volume of offerings. The release reviews the highlights of the day's sale covering such items as quality, price, trend, high and low price for individual baskets, etc. Sales figures for the Belt are also included. Newspapers and radio and television stations are furnished with the release daily.

Daily price reports are sent to every market showing the average price at which each grade sold the preceding day, along with the support price for the grade. This information is made available to growers selling on the market. In addition, weekly market news reports and press releases are issued which review the marketing activities for the week.

Market price reports furnish growers with current average prices and support prices by grade. If a certain grade is averaging well above the support price, it is well for the grower to think before accepting the loan price. For example, if the average for B5FR was \$62.00, and the support was \$49.00, and the grower was offered a bid below the support price, it would be worth his time to reject this bid and offer the lot at the next sale. He is assured that the loan price will be the same all season, and in most cases his lot will bring a price nearer the average on the second sale, and thus give him a nice profit over the first sale.

(NAME OF WAREHOUSE)

NO. 496

BASKET 5438

GROWER John Doe

450 LBS.

DATE

Tobacco Inspection Certificate

This tobacco inspected by the U. S. Department of Agriculture under the Tobacco Inspection Act, is certified to be:

Type 31

Grade

BY

(Date)

(Inspector U. S. D. A.)

(NAME OF WAREHOUSE)

NO. 496

BASKET 5438

GROWER John Doe

450 LBS.

DATE

Tobacco Inspection Certificate

This tobacco inspected by the U. S. Department of Agriculture under the Tobacco Inspection Act, is certified to be:

Type 31

Grade

C3F

12-9-59

BY

PD

(Date)

(Inspector U. S. D. A.)

70 @ 3

TOBACCO WAREHOUSE TICKET - BEFORE AND AFTER INSPECTION AND SALE

# Tobacco Market Prices

TYPE 31 - BURLEY

DAILY

Dec. 9, 1959

U. S. DEPARTMENT OF AGRICULTURE - AGRICULTURAL MARKETING SERVICE - TOBACCO DIVISION

NO. 12

Ky., N. C., Tenn., Va. &amp; W. Va. Depts. of Agri., Cooperating

1959 Crop

Gross sales in the eight-state area Tuesday, December 8, totaled 25,354,734 pounds and averaged \$59.27 per hundred. Season sales amounted to 301,773,854 pounds averaging \$61.84.

Auction bid averages and advance prices per hundred pounds by U. S. grades:

WEDNESDAY, DECEMBER 9, 1959

U. S. GRADE	AUCTION AVERAGE	ADVANCE PRICE	U. S. GRADE	AUCTION AVERAGE	ADVANCE PRICE	U. S. GRADE	AUCTION AVERAGE	ADVANCE PRICE
<i>LEAF</i>			<i>TIPS (Cont'd)</i>			<i>LUGS (Cont'd)</i>		
B1F	\$70*	67	T4F	\$64*	50	C5K	\$--	52
B1FR	--	61	T4FR	60	46	C5M	66	52
B1R	--	54	T4R	53	39	C5V	65*	57
B2F	70	65	T4D	49*	33	C5G	60*	39
B2FR	65*	59	T4K	--	30	<i>FLYINGS</i>		
B2R	64*	52	T4VF	58*	44	X1L	--	72
B3F	69	63	T4VR	50	34	X1F	--	71
B3FR	65	56	T4GF	50*	36	X2L	--	71
B3R	60*	49	T4GR	45	30	X2F	71*	70
B3K	--	55	T5F	60*	46	X3L	71*	70
B3M	67*	55	T5FR	56	41	X3F	70	69
B3VF	66*	60	T5R	46	34	X3R	--	62
B3VR	58*	42	T5D	45*	30	X4L	69	67
B3GF	52*	46	T5K	--	27	X4F	70	66
B3GR	--	36	T5VF	53*	40	X4R	66*	58
B4F	69	61	T5VR	49*	29	X4M	65*	55
B4FR	65	53	T5GF	48*	31	X4G	59*	44
B4R	60	45	T5GR	41	27	X5L	68	63
B4D	--	37	<i>LUGS</i>			X5F	68	62
B4K	--	50	C1L	--	72	X5R	66	51
B4M	65*	50	C1F	--	71	X5M	65*	45
B4VF	66	55	C2L	--	71	X5G	59*	37
B4VR	56	40	C2F	71*	70	<i>MIXED GROUP</i>		
B4GF	53	43	C3L	--	70	M3F	68*	56
B4GR	51	33	C3F	70	69	M3R	--	45
B5F	67	57	C3R	69*	62	M4F	67*	51
B5FR	62	49	C3K	--	60	M4R	--	40
B5R	55	42	C3M	67*	59	M5F	64*	48
B5D	48*	32	C3V	69*	66	M5R	59*	55
B5K	--	40	C4L	70*	69	<i>NONDESCRIPT</i>		
B5M	63*	40	C4F	70	68	N1L	62	48
B5VF	63*	48	C4R	69	60	N1F	60	40
B5VR	55*	36	C4K	--	58	N1R	44	27
B5GF	54	38	C4M	68	56	N1G	40	24
B5GR	46	30	C4V	69*	63	N2L	45	0
<i>TIPS</i>			C4G	60*	45	N2R	32	0
T3F	65*	55	C5L	70*	67	N2G	32	0
T3FR	62*	51	C5F	69	66			
T3R	56*	42	C5R	68	55			

\*Latest average established.

Tobacco graded "W" (Unsafe Order), "U" (Unsound), or "No-G" (No Grade) will not be accepted for loan.

(SEE OTHER SIDE)

"NOTICE TO GROWERS"

THE INFORMATION FURNISHED IN THIS REPORT IS INTENDED TO HELP YOU IN OBTAINING THE MARKET PRICE FOR YOUR TOBACCO.

USE PRICE REPORTS REGULARLY

Note both AUCTION average and ADVANCE price shown. You have one of the following three choices:

1. Accept Auction Price Offered.
2. Reject Auction Price and Re-offer.
3. Deliver to the Association or Stabilization Corporation at Advance.

BE PRESENT WHEN YOUR TOBACCO IS SOLD. Consult your warehouseman about delivery of any tobacco to the Association.

CAREFUL PREPARATION OF TOBACCO FOR MARKET PAYS A PROFIT

1. Keep GREEN and RIPE tobacco separated.
2. Be sure to remove all "rubber bands" before tying leaves into bundles. Failure to do so will result in the tobacco being graded "No-Grade" if detected by the Government Tobacco Inspector. "No-Grade" tobacco carries no support price.
3. Tie heads of bundles uniformly - about size of silver dollar.
4. Handle and market your tobacco in proper keeping order. WET TOBACCO IS ALWAYS SOLD AT A LOSS TO THE GROWER.

CONSULT YOUR TOBACCO GRADER. ASK HIM ANY QUESTIONS OR ADVICE ABOUT MARKETING YOUR TOBACCO. HE IS ON THE MARKET TO ASSIST YOU.

KEY TO STANDARD GRADE MARKS FOR BURLEY TOBACCO

<u>GROUP</u>	<u>QUALITY</u>	<u>COLOR</u>	
B-Leaf	1-Choice	L- Buff	V-Greenish
T-Tips	2-Fine	F-Tan	VF-Greenish Tan
C-Lugs or Cutters	3-Good	FR-Tannish Red	VR-Greenish Red
X-Flyings	4-Fair	R-Red	G-Green
M-Mixed Group	5-Low	D-Dark Red	GF-Green Tan
N-Nondescript		K-Variegated	GR-Green Red
S-Scrap		M-Mixed	

For example: B3F designates leaf, good quality, tan color.  
SPECIAL FACTOR: "U" and "W" may be applied to all grades.



Information like this will enable every farmer to know after his tobacco is sold whether the prices, lot by lot, are in line with those already established on a grade basis by the buyers. This information will enable farmers to market their tobacco on a basis of fair competition.

Records of offerings and sales, compiled by the Department of Agriculture, show that when bids are materially below the price range per grade, farmers make money by rejecting the bids and putting their tobacco up for sale again. The data also show that when bids are within the price range per grade or above the average for the grade, farmers seldom profit but usually lose by rejecting the bid. The point is that if farmers are to benefit from the operations of the inspection and market news services they must apply the information obtained. Information which enables farmers to reject low bids and to obtain for their tobacco substantially higher prices at the second offering is of great value to producers in marketing their tobacco.

In addition, the Department issues market reviews each year which cover such information as opening and closing dates of all markets, number of warehouses and buyers on each market, warehouse charges, summary of sales by crop years, summary of sales by States and months, producers' sales and re-sales by markets, price charts showing fluctuations over a period of years, average price per grade each week of marketing season, percentages of each group, quality, and color in each crop, and other valuable data.

Any or all of these reports will be sent without cost, upon request to Market News Service, Tobacco Division, AMS, P. O. Box 549, Raleigh, N. C.

DEMONSTRATION SERVICE: The demonstration service is educational. It acquaints farmers with the objectives of inspection and market news and how these services can benefit them, and instructs them how to prepare their tobacco so that it will be sold at the highest price consistent with quality.

In cooperation with county agents and agricultural teachers, tobacco inspectors hold meetings directly at tobacco barns, where actual stripping demonstrations are given. These demonstrations show the farmer the best way to prepare his tobacco for market so that he will get the best possible price for it. Inspectors will also explain to agricultural students the advantages of knowing how to use the inspection and market news services.

Why the Government Acts: It may be asked, "Why cannot warehouse starters and buyers determine the grade of tobacco as well as Government inspectors?" Studies show that in the majority of instances they can, and do, since the bulk of sales are made at prices within the normal range for the several grades. But there are the sales at abnormally low prices to be explained.

One explanation may be found in the rate at which tobacco is sold at auction. The normal rate at which Burley tobacco is auctioned is 360 lots an hour, or 1 lot each 10 seconds. Under normal conditions the warehouse starters and buyers must determine the group, quality, and color of a lot of tobacco every 10 seconds. It is extremely doubtful whether these determinations can be accurately and consistently made at this rate of speed during the whole period of sales. To a large extent the inequality in prices for the same grade of tobacco may be explained by errors in judgment on the part of starters and buyers, because of the speed at which tobacco is sold.

Another important factor is the light under which tobacco is sold. Some tobacco may be placed on the warehouse floor where the light is unsatisfactory. It may be in a dark corner, or under a skylight through which the sun shines directly on the tobacco. Both conditions render accurate determinations very difficult, and often adversely affect the sales price of the tobacco. Neither of these unfavorable conditions - rate of sales or unfavorable light - can be directly attributed to either the starters or the buyers, but the ill effects of both can be reduced materially by inspection service.

Under Federal Inspection, to eliminate errors in judgment caused by speed and unfavorable light, sufficient inspectors are provided for each sale. Furthermore, as they begin inspecting tobacco sometime before the sale starts, they are not rushed and are able to make thorough examinations, and consequently more accurate and consistent determinations of grade. In addition, lots of tobacco that are under unsatisfactory light may be carried to proper light for better inspection and determination of grade.

The services are informational. The inspection service does not promote sales; it only supplies information regarding the quality of tobacco offered for sale. The market news service does not establish prices; it only records current average prices established by sales of tobacco. If the service is rightly used it will go far toward preventing the losses now suffered by growers when tobacco is knocked down at less than its current market value.

Summary: The object of Inspection, Market News, and Demonstration is to supply information regarding the factors pertaining to the value of tobacco offered for sale. These services (1) certify to the seller the grade of his tobacco, (2) furnish him with current average price and support or loan price for each grade, and (3) keep him informed as to the best way to prepare his crop for marketing. In short, they are designed to aid him in all ways to get as much money as possible for the tobacco which represents his year's work.



